

NEW HAMPSHIRE STATE LIQUOR COMMISSION
MARCH 29, 2006, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Memorial Day Sale
 - 2) Test Market Products:
 - a. Test Market Request (Tarantula Reposado Tequila)
 - b. Test Market Request (TJ Toad Hurricane & Bahama Mama)
 - c. Glen Moray 12-Year Old Single Malt Whiskey
 - d. Test Market Results (Codes #2631, #2765, #2769 & #2782)
 - 3) May 2006 Spirit E-Mail Coupons
 - 4) One Time Buys:
 - a. Starbucks Cream Liqueur, 50ML
 - b. Smirnoff Twist of Lime Vodka, 50ML
 - c. Level Vodka, 50ML
 - 5) Tabled Items:
 - a. Swap Request (Ezra Brooks Bourbon, 1.75L) – tabled from 3/22/06, Item A-3
- B. WINES:
 - 1) June and July 2006 Wine Sale
 - 2) May and June 2006 E-Mail Alert Coupons:
 - a. Monkey Bay Chardonnay
 - b. Alice White
 - 3) Purchases and Introductions:
 - a. Banrock Station 3 Liter Boxes
 - b. Foolish Oaks Wines
 - 4) Test Requests:
 - a. Bootleg Wines from Italy and Price Reduction
 - b. Tintara & Drylands

- c. Cartagena Wines of Chile
- d. Fat Bastard Cabernet & Sparkling
- e. Nathanson's Creek Pinot Grigio
- 5) Recommended Allocated Wines for Distribution to Selected Stores
(3 items)
- 6) Recommended Allocated Wines (Absolutes) for Distribution to
Selected Stores (6 items)
- 7) "R" Wines for Allocation to Licensees Selected by the Broker
(3 items)
- 8) Primary Source Submissions (5 primary source; 17 exclusive agent;
19 imported)

III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN'S REPORT & LATE ITEMS

- 1. Bailment Requests
- 2. Coupon Approvals
- 3. Late Items/Other

V. EXECUTIVE SESSION

- 1. Store Locations

/D. Hartford